



2018 was another excellent year for Marin County. The median sale price for single family homes closed at 7.6% higher than 2017. Similarly, the price per square foot increased 5.7% to \$682. Homes are also selling faster than they were in 2017, at a median market time of 27 days; nearly a 13% drop from 2017.

The number of properties sold decreased slightly with the total for the year coming in at 2,187 single family homes sold. Nearly half of homes sold over their list price for a total of 102% list price received. There are currently 200 single family homes listed for sale in Marin County, ranging in price from \$499K to \$39MM.

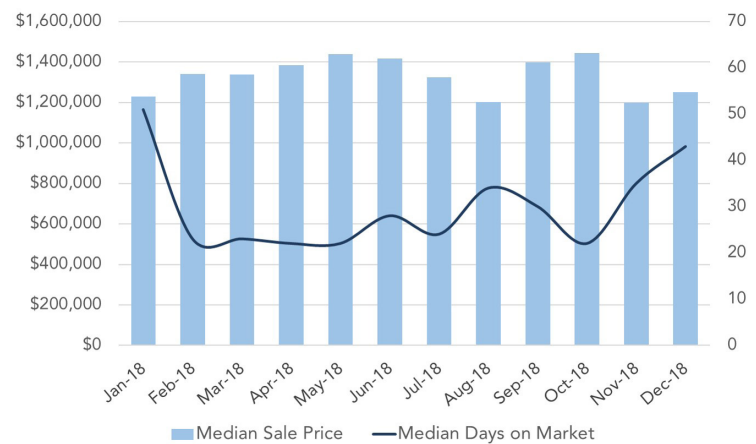
Looking across neighborhoods, Belvedere saw the largest increase in the number of homes sold, as well as the sharpest decrease in median market time. The median sale price rose most in Sausalito, Novato, Mill Valley, and Fairfax.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

YTD 2018

	2018	2017	%Δ
MEDIAN			
SALE PRICE	\$1,351,000	\$1,255,000	+7.6%
DAYS ON MARKET	27	31	-12.9%
\$ / SQ. FT.	\$682	\$645	+5.7%
TOTAL			
HOMES SOLD	2,187	2,243	-2.5%
HOMES CURRENTLY FOR SALE	200	-	-
% OF PROPERTIES SOLD OVER LIST PRICE	47.9%	48.5%	-0.6%
% OF LIST PRICE RECEIVED (AVERAGE)	101.8%	101.9%	-0.1%



CHANGE IN PAST MONTH: SALE PRICE +4% DAYS ON MARKET +23%

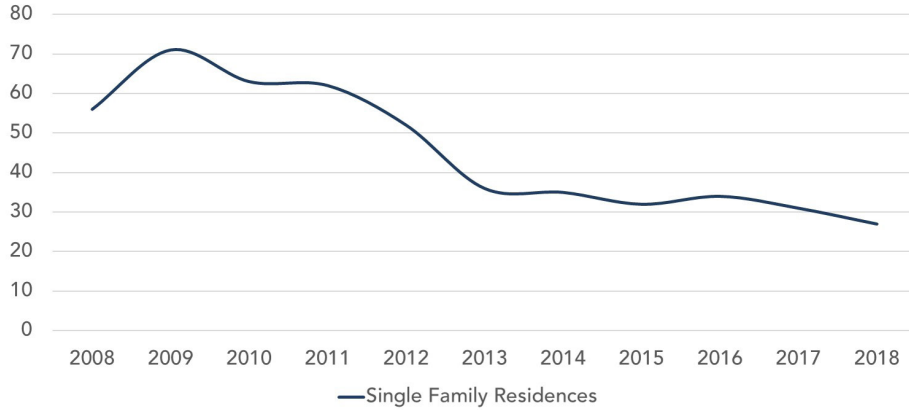
YEAR-OVER-YEAR REGION COMPARISON

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	2018	2017	%Δ	2018	2017	%Δ	2018	2017	%Δ
Belvedere	42	30	▲ 40%	38	57	▼ 33%	\$3,225,000	\$3,375,000	▼ 4%
Corte Madera	60	89	▼ 33%	25	18	▲ 39%	\$1,475,000	\$1,465,000	▲ 1%
Fairfax	79	84	▼ 6%	25	29	▼ 14%	\$995,000	\$919,430	▲ 8%
Greenbrae	47	40	▲ 18%	28	22	▲ 27%	\$1,673,475	\$1,688,000	▼ 1%
Kentfield	73	70	▲ 4%	23	18	▲ 28%	\$2,475,000	\$2,560,000	▼ 3%
Larkspur	67	72	▼ 7%	24	27	▼ 11%	\$1,860,000	\$1,824,750	▲ 2%
Mill Valley	338	320	▲ 6%	22	31	▼ 29%	\$1,685,000	\$1,552,500	▲ 9%
Novato	452	530	▼ 15%	29	34	▼ 15%	\$965,000	\$880,500	▲ 10%
Ross	36	41	▼ 12%	23	34	▼ 32%	\$2,550,000	\$2,610,000	▼ 2%
San Anselmo	177	155	▲ 14%	22	28	▼ 21%	\$1,335,000	\$1,285,000	▲ 4%
San Rafael	509	480	6%	26	30	▼ 13%	\$1,179,000	\$1,110,000	▲ 6%
Sausalito	51	78	▼ 35%	34	30	▲ 13%	\$1,988,000	\$1,800,000	▲ 10%
Stinson Beach	19	19	0%	37	42	▼ 12%	\$2,350,000	\$2,400,000	▼ 2%
Tiburon	115	134	▼ 14%	36	36	0%	\$2,580,000	\$2,680,000	▼ 4%
All Marin County	2,187	2,243	▼ 2%	27	31	▼ 13%	\$1,351,000	\$1,255,000	▲ 8%



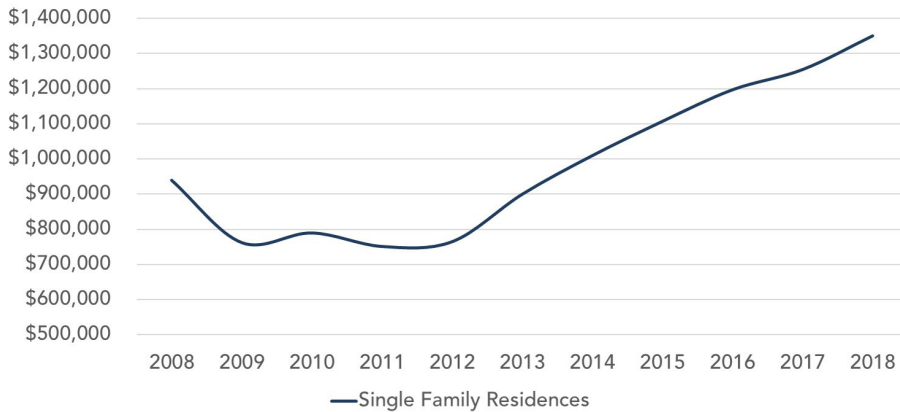
YEAR-OVER-YEAR COMPARISONS

MEDIAN MARKET TIME



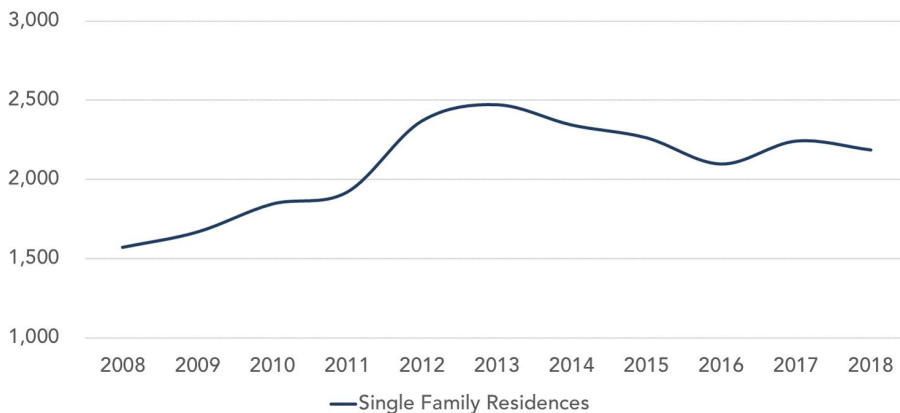
Single Family Residences
27 DAYS
 -12.9% year-over-year

MEDIAN SALE PRICE



Single Family Residences
\$1,351,000
 +7.6% year-over-year

NUMBER OF SALES



Single Family Residences
2,187
 -2.5% year-over-year

Sources: Bares, Data for Single Family Detached Homes. 01/01/2018 - 12/31/2018 was used for values. All information is deemed reliable, but not guaranteed for accuracy. ©2018 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE License No. 01486075. Equal Housing Opportunity.